

## Message Text

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ACTION EB-07

INFO OCT-01 EA-07 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 CIEP-01 FAA-00 L-03 /028 W

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P 290745Z JUL 76

FM AMEMBASSY SINGAPORE

TO SECSTATE WASHDC PRIORITY 5839

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E.O. 11652: N/A

TAGS: EAIR, SN

SUBJECT: CIVAIR: US-SINGAPORE NEGOTIATIONS

REF: (A) STATE 143694, (B) SINGAPORE 3067, (C) STATE 166966

SUMMARY: THIS MESSAGE FORWARDS A "TENTATIVE PROPOSED AGENDA" FOR U.S./SINGAPORE CIVAIR NEGOTIATIONS BEGINNING AUGUST 9 IN WASHINGTON; A LIST OF MEMBERS OF GOS DELEGATION; AND, OUR APPRAISAL OF GOS POSITIONS FOR THE TALKS. ACTION REQUESTED: PLEASE PROVIDE ASAP, FOR TRANSMITTAL TO GOS, NAMES AND TITLES OF U.S. DELEGATION, VENUE FOR TALKS, AND STARTING TIME OF INITIAL MEETING. END SUMMARY.

1. THE FOLLOWING IS "TENTATIVE PROPOSED AGENDA" FOR SUBJECT TALKS GIVEN TO EMBASSY (AT OUR REQUEST) BY GOS MINISTRY OF COMMUNICATIONS:

A. SUBJECT OF NEGOTIATIONS WILL BE THE FOLLOWING ROUTING FOR SIA:

SINGAPORE/5 POINTS IN THE ORIENT/JAPAN/3 POINTS IN U.S.A.

B. STATUS SIA'S APPLICATION TO OPERATE FREIGHTER SERVICES TO U.S.A.

C. PAN AM'S EXISTING PROVISIONAL LICENSES TO LIMITED OFFICIAL USE

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OPERATE TO SINGAPORE.

2. GOS DELEGATION WILL CONSIST OF SEVEN PEOPLE TRAVELING TO U.S. AND ONE OBSERVER FROM SINGAPORE EMBASSY:

A. MR. SIM KEE BOON, PERMANENT SECRETARY, MINISTRY OF COMMUNICATIONS.

B. MR. LIM HOCK SAN, DEPUTY DIRECTOR, DEPARTMENT OF CIVIL AVIATION.

C. MR. LEE BIAN TIAN, STATE COUNSEL, ATTORNEY GENERAL'S CHAMBER.

D. MR. J. Y. M. PILLAY, CHAIRMAN, SINGAPORE INTERNATIONAL AIRLINES.

E. MR. PETER LAI, DIRECTOR OF PLANNING, SINGAPORE INTERNATIONAL AIRLINES.

F. MR. SEOW PAU CHERN, INTERNATIONAL RELATIONS OFFICER, SINGAPORE INTERNATIONAL AIRLINES.

G. MISS ELSIE ITTOGI, ASSISTANT SECRETARY MINISTRY OF COMMUNICATIONS.

H. MR. RAM CHANDRA, FIRST SECRETARY, SINGAPORE EMBASSY, WASHINGTON D.C.

3. GOS DELEGATION WILL BE STAYING AT STATLER HILTON. SIM KEE BOON AND LIM HOCK SAN WILL BE ARRIVING WASHINGTON ON TWA 891 AT 1530 HOURS ON SATURDAY, AUGUST 7, WHILE REMAINDER OF DELEGATION WILL ARRIVE AT DIFFERENT TIMES DURING WEEKEND.

4. COMMENT: IT IS APPARENT FROM THE "TENETATIVE PROPOSED AGENDA" (PARA 1) THAT, DESPITE OUR RECENT ADMONISHMENT, THE GOS HAS NOT DDROPPED JAPAN FROM ITS INITIAL NEGOTIATING POSITION. HOWEVER, WE ARE UNABLE TO ASCERTAIN WHETHER THERE IS ANY FLEXIBILITY IN THIS POSITION, SINCE GOS AND SIA OFFICIALS HAVE REITERATED THAT NO ROUTE TO THE LIMITED OFFICIAL USE

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WEST COAST, EXCEPT BY WAY OF JAPAN, IS ECONOMICALLY FEASIBLE FOR SIA TO OPERATE. THIS IS, AS BEFORE, CRITICAL STICKING POINT.

5. TO OUR KNOWLEDGE, SIA HAS NEVER UTILIZED OUTSIDE CONSULTANT TO STUDY FEASIBILITY OF VARIOUS ROUTES. FURTHERMORE, GOS OFFICIAL RECENTLY ADMITTED TO EMBOFF THAT GOS HAS TO TAKE SIA'S FIGURES ON FAITH, BUT OFTEN WISHED ANOTHER

OPINION WAS AVAILABLE. THEREFORE, IF DEEMED APPROPRIATE, IT MIGHT BE USEFUL TO PROVIDE GOS WITH ANY REVENUE PROJECTIONS IN OUR POSSESSION ON A POTENTIAL MID-PACIFIC ROUTE. GOS COULD THEN BE ASKED TO EXPLAIN SIA'S COST/REVENUE ESTIMATES FOR SAME ROUTE, THUS STRENGTHENING OUR BARGAINING POSITION IF IT BECAME APPARENT THAT SIA'S ESTIMATES ARE UNREALISTIC.

6. IF THE FOREGOING IMPASSE CANNOT BE RESOLVED, GOS MIGHT BE PREPARED TO CONSIDER TRADING CARGO SERVICE TO THE U.S. (WITHOUT RESTRICTIONS RECOMMENDED BY CAB LAW JUDGE) FOR CONTINUATION OF PAN AM'S PRESENT PASSENGER AND REPEAT AND CARGO SERVICES TO SINGAPORE. ON JULY 9, SIA'S DIRECTOR OF PLANNING INFORMED EMBOFF THAT SIA PLANNED TO FILE EXCEPTIONS TO LAW JUDGE'S RECOMMENDATION ON ITS CARGO SERVICE APPLICATION, SINCE RESTRICTIONS THAT WOULD BE PLACED ON THE PERMIT WERE TOO STRINGENT. HE SAID THAT CAPACITY RESTRICTIONS AT HONG KONG WOULD MAKE IT VERY DIFFICULT TO MAXIMIZE THE PALLETIZED CARGO LOAD ON SIA'S B-707 FREIGHTER. HE ALSO NOTED THAT ANOTHER IMPORTANT RESTRICTION (NOT MENTIONED REFTEL C), PROHIBITING SIA FROM CARRYING CARGOES ORIGINATING IN COUNTRIES "EASTWARD" OF SINGAPORE, WOULD PREVENT SIA FROM CARRYING CARGO BEING TRANSHIPPED AT SINGAPORE FOR THE U.S. AND ORIGINATING FROM LOCATIONS OTHER THAN HONG KONG, SUCH AS JAKARTA.

7. EXPIRATION DATES OF PAN AM'S PROVISIONAL LICENSES FOR PASSENGER AND CARGO SERVICES TO SINGAPORE HAVE BEEN EXTENDED FROM JULY 30 TO SEPTEMBER 15 AND SEPTEMBER 30, 1976, RESPECTIVELY.

HOLDRIDGE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MEETING AGENDA, CIVIL AVIATION, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 JUL 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976SINGAP03600  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760291-0584  
**From:** SINGAPORE  
**Handling Restrictions:** n/a  
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**Line Count:** 154  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE 143694, 76 SINGAPORE 3067, 76 STATE 166966  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** greeneet  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 24 MAY 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <24 MAY 2004 by BoyleJA>; APPROVED <20 SEP 2004 by greeneet>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR: US-SINGAPORE NEGOTIATIONS  
**TAGS:** EAIR, SN, US  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006